

# REPLACEMENT SHEET

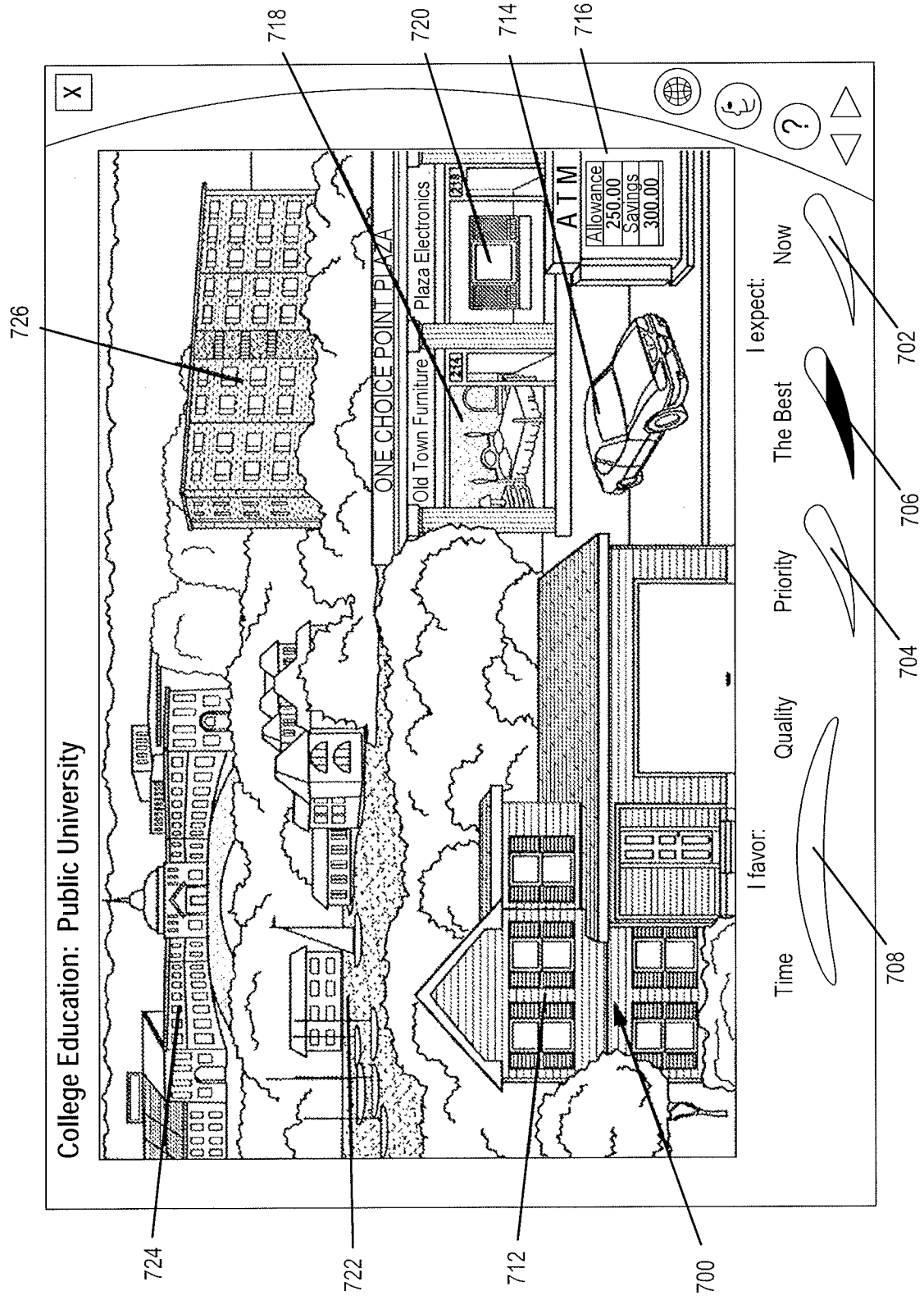


Figure 7

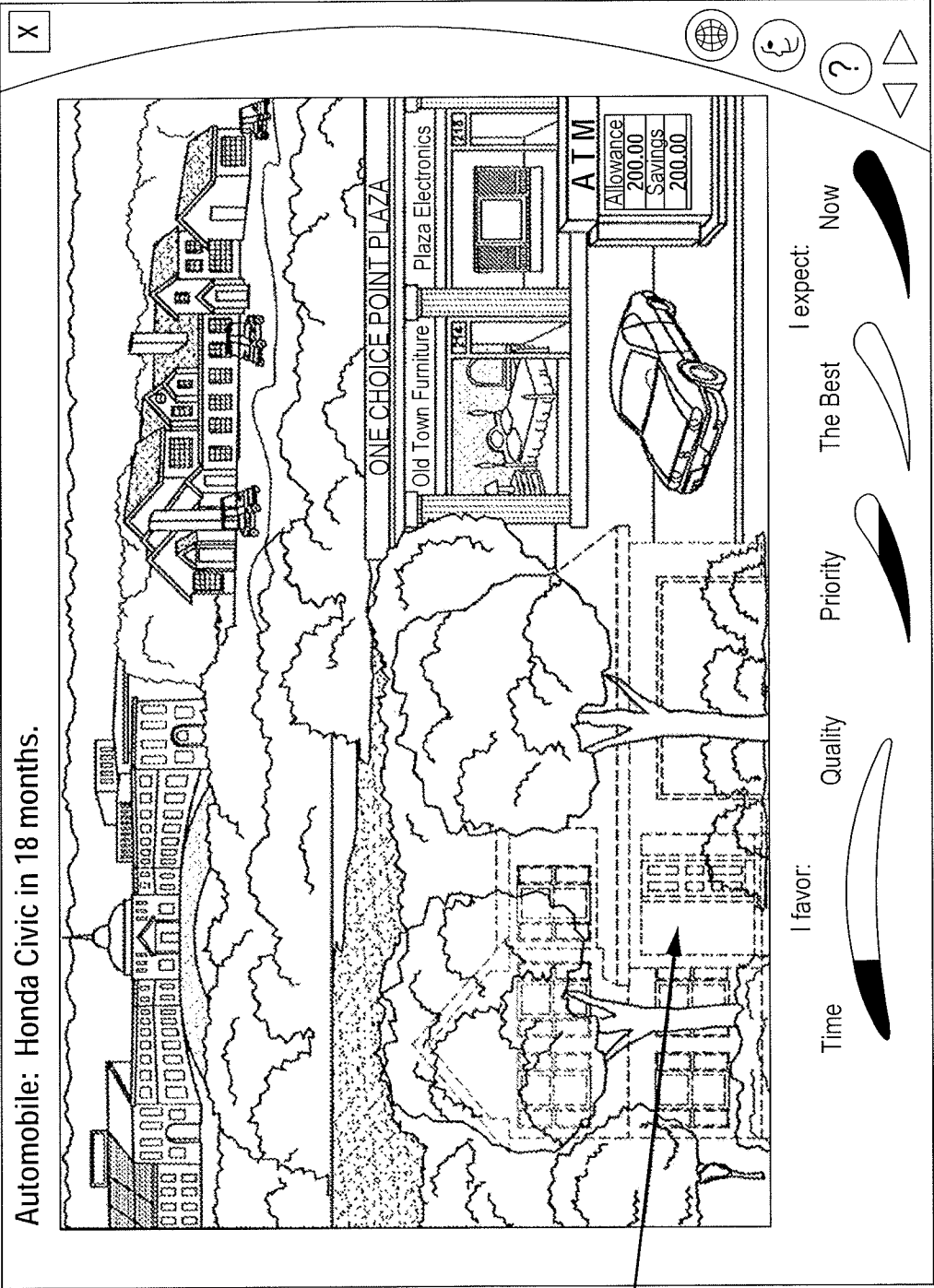
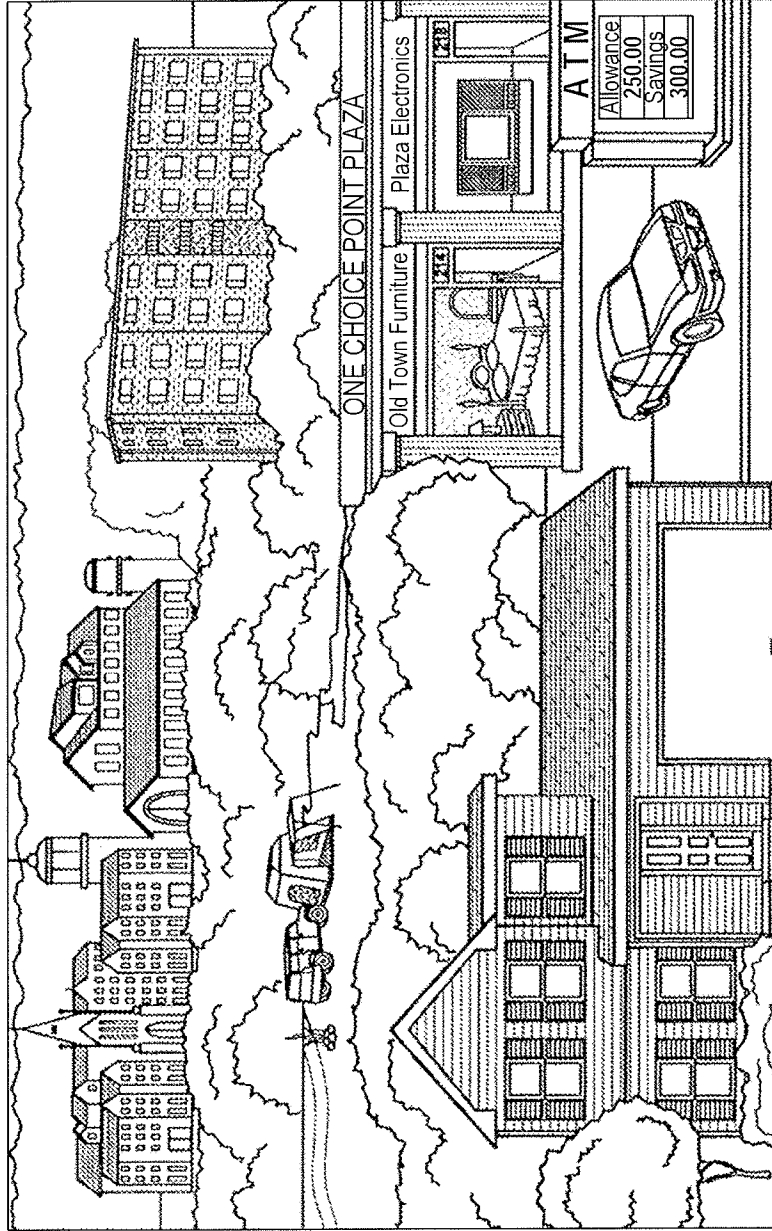


Figure 8



College Education improved from Public University to private University.

⌚ Home moved up 2 months.

 Vacation declined from Club Med to Camping.

 Vacation moved up 1 month.

900

## Figure 9

1000

Financial Assumptions

Current Salary: 70000.00 1002

Expected Rate of Increase: 5% 1004

Rate of Return on Savings: 8% 1006

Risk Tolerance: Medium 1008

Calculation Date: 1999 1010

Expected Inflation Rates: 1012

- College Education: 8%
- Toys: 1%
- Allowance: 3%
- Retirement: 6%
- Savings: 3%
- Furniture: 2%
- Home: 8%
- Automobile: 6%
- Vacation: 4%

1014

Figure 10

1100

Personal Profile

Steven Roberts

31

Northbrook (60062)

Married

Rent

\$70,000.00

2

Standard Profiles

Executive Suburban Family

Upscale Suburban Family

Upscale White-Collar Couple

Elite Super- Rich Family

Upscale Urban Couple

Upwardly Mobile Single

Elite Urban Single

Ethnically Mixed Urban Single

College Town Single

Select the profile that most closely matches your lifestyle.

FIGURE 11

1200

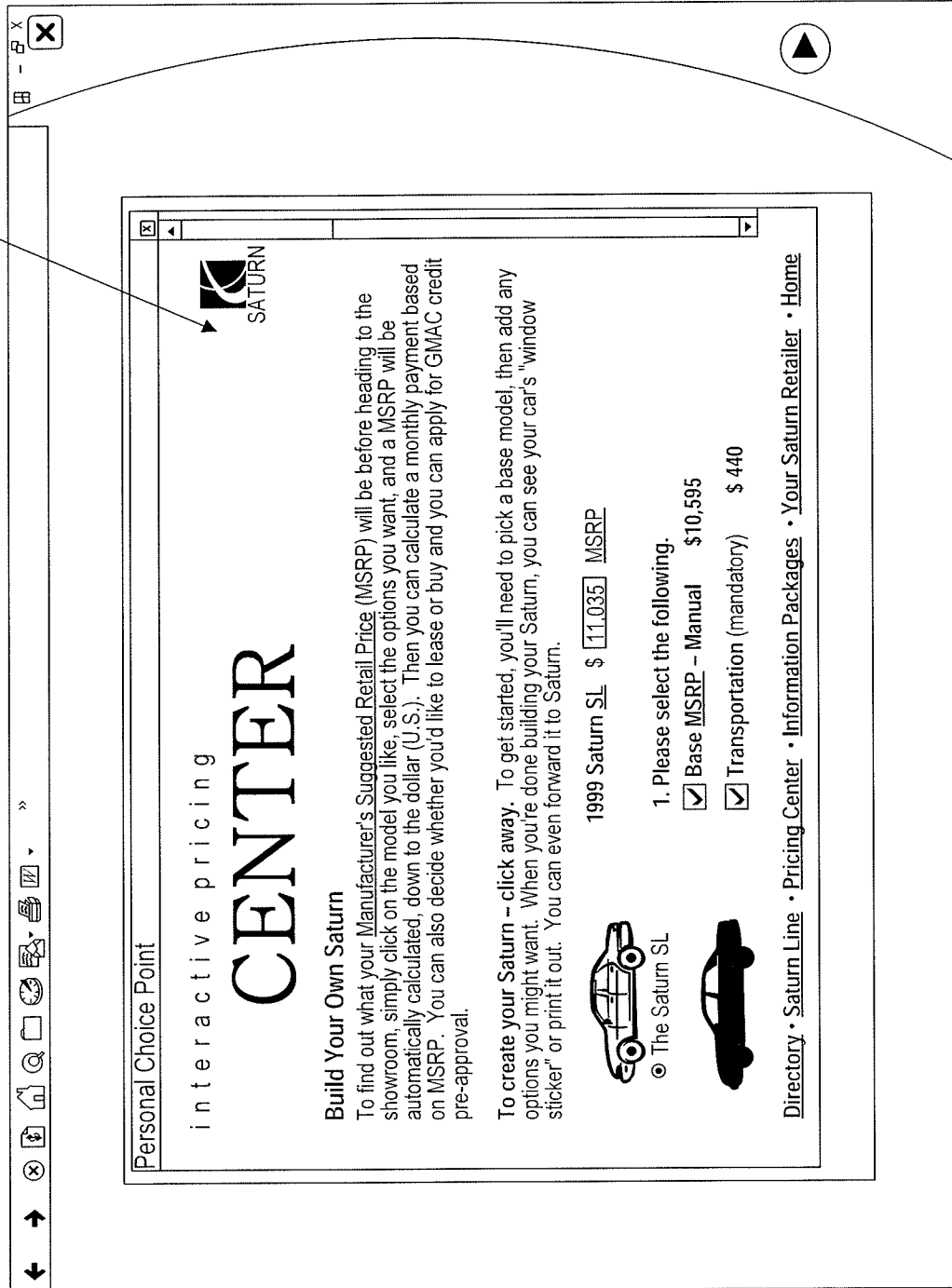


FIGURE 12

# REPLACEMENT SHEET

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⌂ - ⌂ X

▲

**Personal Choice Point**

(This MSRP does not include retailer installation charges.)

1202

<input checked="" type="checkbox"/>	Armrest	\$ 99
<input checked="" type="checkbox"/>	Block Heater	\$ 53
<input type="checkbox"/>	Convenience Net	\$ 58
<input checked="" type="checkbox"/>	Drivers Side Vanity Mirror	\$ 9
<input type="checkbox"/>	Front End Cover	\$ 130
<input type="checkbox"/>	Car Cover	\$ 196
<input type="checkbox"/>	CD Changer	\$ 520
<input checked="" type="checkbox"/>	Security System	\$ 205
<input checked="" type="checkbox"/>	Touch Up Paint	\$ 4

See your window sticker

Erase end start over

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FIGURE 12A

Personal Choice Point	
<b>1999 SL - MANUAL</b>	<b>Exterior Color:</b> none <b>Interior Color:</b> none
<b>STANDARD EQUIPMENT</b> - 19L SOHC 8-VALVE ENGINE - 5-SPEED MANUAL TRANSMISSION - HYDRAULIC CLUTCH - SEQUENTIAL-PORT FUEL INJECT. - STAINLESS STEEL EXHAUST - MAINTENANCE-FREE BATTERY - POWER BRAKES W/FRONT DISC - INDEPEND 4-WHEEL SUSPENSION	<b>Manufacturer's Suggested Retail Price</b> \$10595  <b>STANDARD VEHICLE PRICE</b> Options Installed by Manufacturer  Air Conditioning 960 ABS & Traction Control 695 Right-Side Mirror 40 Carpeted Front and Rear Floor Mats 60 AM/FM Cassette w/Equalizer 420

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**FIGURE 12B**

REPLACEMENT SHEET

1206

Automobile

1208

Option Range

Toyota Camry

BMW 540

1204

Saturn

1222

Add

Delete

1224

Option Desirability

1214

Costs

1210

Insurance \$770/Yr

Gasoline \$220/Yr

Maintenance \$400/Yr

Oil Changes \$140/Yr

Car Washes \$120/Yr

5

1212

Years

1216

Allstate

Preferred Replacement Schedule

Preferred Insurance Provider

Preferred Options

1218

Air Conditioning (\$960), ABS & Traction Control (\$695), Right-Side Mirror (\$40), Carpeted Front and Rear Floor Mats (\$60), AM/FM Cassette w/Equalizer (\$420), Armrest (\$99), Block Heater (\$53), Convenience Net (\$58), Driver's Side Vanity Mirror (\$9), Front End Cover (\$130), Car Cover (\$196), Security System (\$205), CD Changer

1220

FIGURE 12C